

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY
USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT
POLICY

Required Report - public distribution

Date: 5/16/2012

GAIN Report Number: GR1206

Greece

Exporter Guide

2012

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Report Highlights:

This report offers updated information for U.S. companies interested in exporting food and agricultural products to Greece, including an overview of the country's economic situation, market structure, export requirements, and best product export opportunities.

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SECTION II. EXPORTER BUSINESS TIPS

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

SECTION IV. BEST PRODUCT PROSPECTS

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SECTION I. MARKET SUMMARY

Greek Economy Overview

Greece finds itself in one of its most challenging periods in its post-war history. Greece is contending with sizeable government deficit (-10.8 percent of GDP in 2010, -9.6 percent estimated in 2011), increasing public debt (149 percent of GDP for 2010, 165 percent in 2011), and is entering its fifth year of recession. The economy shrank by more than 6 percent in 2011 after a contraction of 4.5 percent in 2010, resulting in a 15 percent contraction since the beginning of the recession. The protracted economic crisis has led to a contraction in bank lending, project development and investment.

Due to its sizable debt and deficit, in May of 2010, Greece requested financial assistance from the European Commission (EC), the European Central Bank (ECB), and the International Monetary Fund (IMF) - the so-called "Troika." A multiannual financing package for Greece of €110 billion was announced, payable in installments through 2012. In exchange, Greece agreed to implement tough fiscal austerity measures and structural reforms designed to cut the budget deficit to 7.6 percent of GDP by the end of 2011. These included a hike in the top rate of the VAT, an increase in excise taxes and a steep cut in the pay of civil servants. Pension reforms also included a limit on early retirement, an increase in the retirement age to 65 for both men and women and an index linking benefits to prices.

By May 2011, it appeared highly likely that the original deficit target of 7.6 percent in 2011 would not be met. In an effort to plug a newly emerging deficit shortfall of €2 billion, the government agreed in September 2011 to levy an emergency tax on private property in 2011 and 2012. To appease its creditors, the government prepared a new economic-recovery program, including asset sales and spending cuts of €76 billion.

In October 2011, the EU agreed to a second multiannual financing package for Greece that was approved on February 21, 2012. On 14 March 2012, euro area finance ministers approved financing of the second Greek economic adjustment program for an amount of up to EUR 130 billion until 2014 - including an IMF contribution of EUR 28 billion - conditional on the implementation of another harsh austerity package, reducing the Greek spending with €3.3bn in 2012 and another €10bn in 2013 and 2014. Greece will hold a new election in June 2012 after politicians failed to form a government, prolonging a political crisis that is pushing it closer to bankruptcy and an exit from the euro. No party won an outright majority in Greece's May 6 election, leading to an impasse that has shaken financial markets and led to questions about Greece's ability to stay in the euro zone.

Structure of the Economy

With a population of approximately 11 million and a Gross Domestic Product (GDP) of about \$305 billion, Greece is a relatively small country. Greece adopted the Euro as its new common currency in January 2002. Greece has a capitalist economy with the public sector accounting for about 40 percent of GDP and with per capita GDP about two-thirds that of the leading euro-zone economies. Greece has a predominately service economy, which accounts for over 79 percent of GDP. Tourism provides 15 percent of GDP. Immigrants make up nearly one-fifth of the work force, mainly in agricultural and unskilled jobs. Almost 8 percent of the world's commercial shipping is Greek-owned, making the Greek commercial fleet the largest in the world. Other important sectors include food processing, tobacco, textiles, chemicals (including refineries), pharmaceuticals, cement, glass, telecommunication, and transport equipment. Agricultural output has steadily decreased in importance over the last decade, accounting now for only 3.3 percent of total GDP compared to a 17 percent in the early 1990's.

Key Demographic Trends

As of January 2012, Eurostat estimates the population of Greece at 11,309,855. Of those, 61 percent live in urban areas, whereas only 28.4 percent live in rural areas. The population of the two largest cities in Greece, Athens and Thessaloniki, almost reached 4.2 million this year. A large number of immigrants live in Greece, estimated at over one million. About 65 percent have come from Albania. Most Greeks nowadays recognize Albanian's contribution to the Greek economy. There are smaller numbers of immigrants from Bulgaria, Serbia, Romania, Pakistan, Ukraine, Belarus, Georgia, Poland, Egypt, Palestine, Ethiopia, Bangladesh, Afghanistan, Philippines, and China. The largest percentage of immigrants is mainly occupied in farming and fisheries sectors, the private building industry, and public works. Greece, being suffering the most from illegal immigration pressure, is a strong supporter of EU Policies for a sustainable development of agriculture in Africa and Asia in order to end poverty and hunger and reduce migration to other parts of the world, in particular Europe.

SECTION II. EXPORTER BUSINESS TIPS

Trade Regulations, Customs, and Standards

As a member of the EU, the Common Agricultural Policy (CAP) governs Greece's agricultural sector. Similarly, Greece employs the same tariffs and border measures as the other EU member states. Product imported into Greece must meet all Greek and EU food safety and quality standards, as well as labeling and packaging regulations. It is important to work with experienced importers, and/or have an agent to work with Greek regulatory authorities to ensure the acceptability of specific products. Personal relationships and language ability are of value when conducting business transactions. It is also advisable for the agent to contact health authorities at the port of entry as interpretation of health directives may vary from port to port. For more information on Product Trade Restrictions, Food Standards and Regulations, please refer to Post's FAIRS GAIN Report GR1107.

Tariffs are based on the Harmonized System, with duties levied on imports from non-European Union (EU) on an ad valorem cost, insurance, and freight (CIF) basis. Import duty is five to seven per cent for most products when charged. Most raw materials for manufacturing input can be imported without duties, or with very minimal duties only. Preferential tariffs and EU trade barriers are applied.

Greece is a World Trade Organization (WTO) member and applies both European Union (EU) mandated and Greek government-initiated trade barriers. As a member state of the EU since January 1981, is fully harmonized with EU regulations, directives and legislation pertaining Agricultural production, Ag Trade and Food. Import licenses are required for all agricultural commodities, processed food products, and ingredients. Special licenses and phytosanitary certification are required for imports from third countries where certain plant and animal diseases occur. Special import licenses are required for goods, including plant propagation material, seeds, textiles, meat products, pet foods and wood products, while aflatoxin content certificates are required for all tree nuts imported from third countries including the U.S. A number of products are under surveillance according to EU quotas (i.e., beef meat).

Exporters to Greece must seek advice from importers on the quota system for certain goods. Most agricultural product imports are covered by the Common Agricultural Policy (CAP), under which many items (including cereals, rice, milk and milk products, beef and veal, olive oil, dried fruit, and sugar) are subject to variable levies and a complicated protection system.

Occasionally, non-tariff barriers are imposed by GOG in an attempt to protect local production in years when stocks are piling (i.e., grain imports from third countries priced at lower levels from that domestically produced). Non-tariff barriers are imposed in the form of intensified sampling and laboratory testing for GMO, heavy metals, radioactivity, plant disease, and aflatoxin content. Most frequently, such strict controls take place for cereal shipments from third countries (originating mostly in the Black sea, Romania, Bulgaria and Kazakhstan).

Greece has not been responsive to applications for the introduction of genetically modified seeds for field tests despite support for such tests by Greek farmers and the Scientific Community.

Advantages and Challenges for U.S. Exporters in Greece

Advantages	Challenges
There are strong private sectors trading ties between the U.S. and Greece in certain products.	There are widespread biases against U.S. food as inferior in favor of Greek and Mediterranean diets.
Greek importers favor U.S. products because of good quality and wider variety. <i>Greece needs agricultural imports to sustain its food and feed processing industry.</i>	Non-tariff barriers such as phytosanitary restrictions and traceability requirements hinder U.S. exports. <i>U.S. exporters new to the Greek market may find the Greek bureaucracy difficult to maneuver.</i> The Greek Ministry of Agriculture is dominated by anti-import thinking. Frequently, GOG impose non-tariff barriers to prevent imports of Ag Products in support of domestic production.
EU enlargement creates new market opportunities for the Greek food processing industry.	Biotech products are prohibited in Greece.
Modern mass grocery retail outlets are increasing their market share, which means that customers have access to a wider product range.	Geographical challenges, including a large rural and island-based population, will continue to hamper the development of larger retail formats that can stock wider varieties of food products.
Tourism provides a seasonal boost to retail and food and drink sales.	Social disturbances have damaged Greece's reputation as a tourist destination and have hit consumer confidence.
Greece is a member of the Euro zone, which eases market entry.	U.S. exporters must conform to often-difficult Greek/European standards and regulations.
Establishing a representative office in Greece is often less costly than in other EU markets.	Establishing a representative office in Greece can be a time-consuming and bureaucratic endeavor.
FAS Rome covering Greece has excellent relations with key officials in the Greek Ministry of Agriculture, Food Control Organization, National Chemical Laboratory, Ministries of Health, Environment, National research Foundations, and local players.	Greek border entry points act efficiently but often misunderstand or are not informed of EU regs/directives, particularly those pertaining transiting processes and documentation when through Greece to the Balkans.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

The Greek Food Retail Sector

The Greek crisis has created a completely new retail grocery environment, with conditions in which many retailers and suppliers have never operated. In addition, Greece's high unemployment rate is having a negative impact on retail sales, as the austerity program. Supermarkets and cash and carry stores account for 90 percent of the total turnover of the foodstuffs sector in Greece, while grocery shops, mini markets, and small self-service stores take the remaining 10 percent.

The market share and turnover of the smaller shops have been constantly declining in recent years, because of the rapid expansion and increase in the number of outlets of the s/m chains. The Greek food retail market is indeed showing signs of increasing saturation and consolidation. Larger multinational players are gradually squeezing small domestic producers out, although the country's geography—with its numerous populated islands—is beneficial to small local shops and businesses. It is important to note that, with the exception of cities of over 100,000 inhabitants, Greek law imposes a maximum size on retail developments according to local municipal population figures.

The Greek retail food industry is focused on major retail chains in urban areas, with the Attica region dominating with around 55 percent of national sales. However, hypermarket development in Greece remains restricted to specific areas, limited by the vast rural, island areas, and the lack of large cities in the country.

Supermarkets must continually develop new strategies in order to cope with increasing competition. Several operators have opened special departments selling mobile phones and electrical equipment. (i.e., Carrefour Marinopoulos has entered the travel and leisure market with the opening of in-store travel agency, Carrefour Travel).

The Greek Hotel Industry

The Greek Hotel and Food Service Industry comprises principally over 9,700 hotels and more than 115,000 among restaurants, cafeterias, bars, and entertainment centers. Seasonality is a key characteristic of the sector. Employment in the HRI industry is estimated at 640,000 (about 13 percent of the total labor force), of which 38 percent are women and 44 percent under the age of 30. Although the HRI sector is one of the major sources of income for Greece, the economic crisis is severely affecting the profitability of both hotels and food-service outlets.

The largest players in the Greek hotel industry are local franchise holders for international brands, such as Ionian Hotel Enterprises, Lampsa Hellenic Hotels, and Regency Entertainment. Lampsa Hellenic Hotels owns and operates the luxury Grande Bretagne Hotel in Athens. Regency Entertainment, formerly known as Hyatt Regency Hotels and Tourism (Hellas), remains the most profitable hotel chain in Greece, owning and operating

the only Hyatt-managed hotel in the country, the five-star Hyatt Regency Thessaloniki. Other significant players are Daskalantonakis Group-Grecotel and Astir Palace Vouliagmenis. Other notable players in the hospitality sector include Helios (seven hotels), Chandris (five hotels) and G Hotels (six premises ranging from two to four stars).

During the last months, the Greek hospitality sector suffered from weak domestic tourism. According to Eurostat, there were 62.7mn nights spent in hotels in Greece in 2010, of which 16.4mn were by Greek residents and 46.3mn by foreign residents. This represented an annual decline of 2.3 percent in total nights, which was largely the result of weak demand by Greek residents (-10.8 percent), while demand by foreign tourists grew 0.8 percent. The biggest percentage decline in the number of nights during the year was recorded in the period January-April (-5.6 percent), followed by September-December (-2 percent) and May-August (-1.8 percent).

According to the Association of Athens-Attica Hoteliers, hotels in the Athens region recorded relatively low occupancy rates of 61 percent in the period January-October 2010. They also reported an 11 percent decline in revenues and a 4.4 percent fall in room occupancy rates in the month of October, compared with the same month in 2009. During the traditional high season in July and August, both three-and four-star hotels also reported sharp declines in revenue per available room. Recent data for November show a severe decline in occupancy rates, particularly in four-and five-star hotels (down some 11 percent and 17 percent respectively).

The Greek Food Service Industry

Greece's recession has transformed the foodservice industry and the consuming habits of Greek themselves. According to the Greek General Confederation of Professional artisans and traders (GSEVEE), the VAT increase in September 2011 led to a 40 percent decline (70 percent in some areas) in restaurant turnover, with about 6,000 foodservice outlets closing down. Noteworthy examples include multinational giants like McDonald's that re-evaluated and downsized its network since 2007, moving from 49 outlets in 2007 to 30 outlets in 2010; and Starbucks, which reduced its network from 74 outlets in 2008 to 60 in 2010. The impact was noticeable in well-established leading domestic chains like Goody's in burger fast food. Goody's relocated and renovated outlets since 2008 in order to maintain high sales, but still did not manage to retain its full network size and saw it shrink in 2010.

Full-service restaurants were those that most suffered from the reduction of consumers' disposable income. In 2011, sales dropped by 20 percent and the number of outlets by 6 percent. Home-delivery was one of the better-performing categories in 2011, even suffering an 11 percent drop in sales.

Consumer demand for lower prices has driven foodservice outlets to implement frequent half-price-offers, happy hours, and special discounts for consumers holding unemployment discounts. Internet deals have also become very popular, in an attempt to attract younger consumers and to enhance sales via this cost-saving channel.

Tourism

Tourism represents 15 percent of Greece's GDP. Under the current economic circumstances, foreign investment inflows are slowing down. Domestic tourism has been badly hit by the Greek recession during 2009, 2010, and 2011 and is expected to remain weak this year. Social unrest over austerity measures designed to save the economy is also likely to undermine the tourism industry by damaging the image of Greece abroad. Tourism has also been affected by concern about ongoing public and private sector strikes, which disrupt transport networks and the wider national infrastructure.

SECTION IV. BEST PRODUCT PROSPECTS

A. U.S. products in the Greek market that have good sales potential

- Frozen food
- Frozen and salted fish
- Tree nuts
- Pulses

B. Products not present in significant quantities but which have good sales potential:

- Meat
- Wine
- Beer
- Juices and soft drinks
- Organic foods
- Dairy products
- Chocolate, ice cream and confectionary
- Food ingredients
- Snack foods
- Readymade meals

C. Products not present because they face significant trade barriers:

- Turkey and other poultry products
- Beef meat and products
- Processed food products containing biotech ingredients
- Low volume high value food ingredients
- Corn oil
- U.S. milling wheat

SECTION V. POST CONTACT AND FURTHER INFORMATION

USDA FAS Contacts in Rome, Italy

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agrome@fas.usda.gov

Webpage: <http://italy.usembassy.gov/agtrade.html>

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Key Greek Government Agencies and Associations

Ministry of Rural Development and Food

Directorate of Plant Production
Phytosanitary and Plant Protection Division
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E-mail: syg059@minagric.gr; syg042@minagric.gr

Greek Ministry of Economy and Finance

General Secretary of IT-Systems
Section of Customs
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Website: <http://www.gsis.gr>

Hellenic Food Safety Authority (EFET)

Central Division
124, Avenue and 2 Iatridou
11526 Ambelokipi PC Athens
Greece
Tel: +30 210 6971 500

Fax: +30 210 6971 501

E-mail: info@efet.gr

Website: www.efet.gr

General Chemical State Laboratory

Directorate of Foods

16, A. Tsoha Str, GR 11521 Athens

Greece

Tel.: +30 210 6479 251

Fax: +30 210 6467 725

Email: gxk-foodiv@ath.forthnet.gr

Website: http://www.gcsf.gr/index.asp?a_id=136

General Customs and Excise Department

10, Kar. Serbias

GR-10184 Athens

Greece

Tel: +30 210 3375 000; 210 3375 714; 210 3375 715

Fax: +30 210 3375 034

E-mail: gdcustom@otenet.gr

Website: <http://www.e-oikonomia.gr>

Payment and Control Agency for Guidance and Guarantee Community Aid (OPEKEPE)

241, Acharnon

GR-10446 Athens

Greece

Tel: +30 210 212 49 03

Fax: +30 867 0503

Website: <http://www.opekepe.gr>

Hellenic Export Promotion Organization (HEPO)

86-88, Marinou Antypa

163 46 Hellioupolis Athens

Greece

Tel.: +30 210 9982100

Fax: +30 210 9969100

Website: www.hepo.gr

E-mail: infocenter@hepo.gr

Pan-Hellenic Confederation of Unions of Agriculture Cooperatives (PASEGES)

26, Arkadias

11526, Athens

Greece

Tel: +30 2107499425 – 0030 2107499445

Fax: +30 2107779313

E-mail: info@paseges.gr ; papadopoulou@paseges.gr
Website: www.paseges.gr

Hellenic American Chamber of Tourism (HACT)

17280 Newphone street suite 18
Fountain Valley California 92708 USA
Tel: 646-485-1086
Fax: 714-641-0303
E-mail: chamberoftourism@aol.com
Website: <http://www.hact.us>

American Society of Travel Agents Association (ASTA)

c/o Dr. Paul Holevas
Cruise Club Holidays
85, Vouliagmenis Avenue
16674 Athens
Greece
Tel: +30 210 9604250
Fax: +30 210 9644943
E-mail: sales@cruiseclub.gr
Website: <http://www.travelling.gr/asta>
<http://www.cruiseclub.gr>

GUATA - Greek Union of Air Travel Agencies (PETAGA)

20, Petraki Street
105 63 Athens
Greece
Tel: +30 210 3255370
Fax: +30 210 3237703

Hellenic Association of Airline Representatives / HAAR

65b, Vouliagmenis
166 74 Glifada
Greece
Tel: +30 210 9600942 /3
Fax: +30 210 9600941
E-mail: discover-ath@travelling.gr
Website: <http://www.haar.gr/>

Hellenic Chamber of Hotels

24, Stadiou Street
105 64 Athens
Greece
Tel: +30 210 3237193
Fax: +30 210 3225449
E-mail: grhotels@otenet.gr
Website: <http://www.grhotels.gr/>

Hellenic Hotel Federation

24, Stadiou Street
105 64 Athens

Greece

Tel: +30 210 3312535; +30 210 3312536

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E-mail : info@hhf.gr

Website: <http://www.hhf.gr>

Panhellenic Federation of Catering and Tourist Industry Employees

65, Solomou Street

104 32 Athens

Greece

Tel: +30 210 5244516

+30 210 5234002

Fax: +30 210 5234002

Hellenic Chef's Association

171, Vouliagmenis Avenue, Dafni 17237

Greece

Tel: +30 210 8251401

E-mail: info@chefclub.gr

Website: <http://www.chefclub.gr>

Chef's Club Thessaloniki Hellas

DETH (stand 15) Thessaloniki, 54636

Greece

Tel: +30 2310 291845

E-mail: info@chefsclub.gr

Website: <http://www.chefsclub.gr>

Chef's Club of Crete

10, Grammou Rd., Heraklion Crete, 71307

Greece

Tel: +30 2810 240889

E-mail: chefcret@otenet.gr

Website: <http://www.chefsocrete.gr>

Chef's Club of Corfu

34A Markou Sofianou, Karteria Corfu 49100

Greece

Tel: +30 26610 81664

E-mail: info@chefscorfu.gr

Website: <http://www.chefscorfu.gr>

Association of Greek Tourist Enterprises (SETE)

34, Amalias Avenue

105 58 Athens

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Tel: +30 210 3217165

Fax: +30 210 3217177

E-mail: info@sete.gr

Website: <http://www.sete.gr/>

Hellenic Association of Travel and Tourist Agencies (HATTA)

11, Iossif Rogon Street

117 42 Athens

Greece

Tel: +30 210 9223522, 210 9234143

Fax: +30 210 9233307

E-mail: hatta@hatta.gr

Website: <http://www.hatta.gr>

Association of Tourist Guides of Thessaloniki

P.O. BOX 10163

541 10 Thessaloniki

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Tel: +30 2310 546037

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Panhellenic Federation of Tourist Enterprises (POET)

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Panhellenic Guide Federation

45-47, Voulis Street

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E-mail: admin@touristguides.gr

Website: <http://www.touristguides.gr>

Research Institute for Tourism (R.I.T.)

24 Stadiou Street

GR 105 64 Athens

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Hellenic Professional Yacht Owners Association

Marina Zeas, Administration Building

185 36 Piraeus

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Tel: +30 210 4526335

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E-mail: hpyoa@yachtnet.gr

epest@yachtnet.gr

Website: <http://www.hpyoa.gr>

<http://www.epest.gr>

Hellenic Yacht Brokers and Consultants Association

Marina Zeas office A'1

185 36 Peiraias

Greece

Tel: +30 210 4533134

Fax: +30 210 4533134

E-mail: hyba@ath.forthnet.gr

Website: <http://www.hyba.gr>

Trade Events in 2012

AGROTICA 2012

24th International Fair for Agricultural Machinery, Equipment, and Supplies

Date: February 1-5, 2012

Keeping its promise every two years, the biggest international meeting of professionals from the agricultural sector presents the latest developments in Machinery, Equipment, and Supplies from all over the world.

Venue: International Exhibition Center of Thessaloniki

Organization: HELEXPO S.A.

Tel.: +(30)-(2310)-291101

Fax: +(30)-(2310)-291551

Email: agrotica@helexpo.gr

Website: <http://www.helexpo.gr>

HO.RE.CA

7th Hotel – Restaurant – Cafe Exhibition

Date: February 4-7, 2012

HORECA offers a complete overview of all new products for the provisioning and equipment of every foodservice and hospitality company. The show is organized under the auspices of main professional organizations such as the Hellenic Chef's Association, the Hellenic Chamber of Hotels, the Attica Hotels Association, and the Ministry of Tourism and Culture.

Venue: Expo Athens

Organizer: Forum S.A.

Tel.: +(30)-(210)-5242100

Fax: +(30)-(210)-5246581

E-mail: info@forumsa.gr

Website: <http://www.forumsa.gr>

IFDTEX

25th International Food, Drink, and Technology Exhibition

Date: March 9-11, 2012

Long established as Greece's leading specialized food and drink fair, the International Exhibition of Food and Drink (IFDEX) brings together the full range of producers, distributors, and brand-owners to present their products to a national, regional, and international audience of retailers, wholesalers, restaurants, and hoteliers.

Venue: Metropolitan Expo, Athens

Organizer: Mack Brooks Hellas A.E.

Tel.: +(30)-(211)-1069350

Fax: +(30)-(211)-1069351

E-mail: ifdex@mackbrookshellas.gr

Website: <http://www.mackbrookshellas.gr>

ARTOZYMA

7th International Exhibition for Bakery – Confectionery – Raw Materials – Equipment – Products

Date: March, 9-12, 2012

Venue: International Exhibition Center of Thessaloniki

Organization: HELEXPO

Tel: + (30)-(2310)-291201

Fax: + (30)-(2310)-291658

Email: artozyrna@helexpo.gr

Website: <http://www.helexpo.gr>

MEAT DAYS 2012

Date: June 22-24, 2012

Meat Days aspire to become top meeting event in international scope, where all commercial and scientific information will be gathered along with the technological and innovative solutions. A multi-event, where the

people of the meat market, poultry, meat and products will meet with experts not only from Greece but also from abroad.

Venue: Metropolitan Expo, Athens

Organizer: O.mind Creatives

Tel.: +(30)-(210)-(9010040)

Fax: +(30)-(210)-(9010041)

E-mail: info@omind.gr; info@meatplace.gr

Website: <http://www.meatdays.gr/en/organotes/omind/>

PRIVATE LABEL 2012

2nd Exhibition for Labels Products

Date: November 2-3, 2012

Private Label-Athens is a meeting ground for producers and trade buyers to interact and develop a valuable partnership. It is a unique platform for exhibitors to showcase foodstuffs, beverages, hot beverages, beauty & hygiene products, household products, clothing, D.I.Y. products, and specialized press. It is a good opportunity for the wholesalers, suppliers, and retailers to promote their private label business.

Venue: Athens International Exhibition Centre

Organizer: HELEXPO

Tel.: +(30)-(2310)-291142

Fax: +(30)-(2310)-291692

Email: privatelabel@helexpo.gr

Website: www.helexpo.gr

BIOLOGICA

5th Exhibition of Organic Products

Date: November 2-4, 2012

BIOLOGICA is a fair dedicated exclusively to organic products. Visitors will have the opportunity to directly contact producers and learn about methods of cultivation and production of the products.

Venue: Thessaloniki International Exhibition Centre

Organizer: HELEXPO

Tel.: +(30)-(2310)-291201

Fax: +(30)-(2310)-291658

Email: biologica@helexpo.gr

Website: <http://www.helexpo.gr>

PHILOXENIA 2012

28th International Tourism Exhibition

Date: November 23-25, 2012

PHILOXENIA Expo aims at introducing the variety of the touristic climate and develops the environment of tourism in the region in order to attract as much visitors and tourists as they can to visit the outstanding features of Greece.

Venue: Thessaloniki International Exhibition Centre

Organizer: HELEXPO S.A.

Tel.: +(30)-(2310)-291293

Fax: +(30)-(2310)-291656

Email: philoxenia@helexpo.gr

Website: <http://www.helexpo.gr>

HOTELIA Expo & Clean 2012

Date: November 23-25, 2012

HOTELIA is the definitive event for the restaurant, hotel, and motel industry. It is the essential showcase for hotel, leisure and related products, services, and technologies.

Venue: Thessaloniki International Exhibition Centre

Organizer: HELEXPO S.A.

Tel: +(30)-(2310)-291293

Fax: +(30)-(2310)-291656

Email: philoxenia@helexpo.gr

Website: <http://www.helexpo.gr>